

## Message Text

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21

ACTION COME-00

INFO OCT-01 NEA-09 ISO-00 EB-07 OC-05 CCO-00 RSC-01 /023 W

----- 018770

R 140655Z JAN 75

FM AMEMBASSY ABU DHABI

TO SECSTATE WASHDC 2440

UNCLAS ABU DHABI 0094

E.O. 11652: N/A

TAGS: BTIO, TC

SUBJECT: AUSTERITY DRIVE MAY DELAY PURCHASE UAE DIPLOMATIC  
TELECOMMUNICATIONS SYSTEM

REF: (A) ABU DHABI 1762 (B) STATE 5082

1. MINISTRY OF FOREIGN AFFAIRS SECRETARIAT HAS SUBMITTED PROPOSALS RECEIVED SO FAR (INCLUDING FREDERICKS'S) TO UNDER-SECRETARY MAZRUI FOR CONSIDERATION. HOWEVER, FINANCE MINISTRY OPPOSES PURCHASE OF SYSTEM AND CONSIDERS IT UNNECESSARY LUXURY FOR QUOTE HARD-PRESSED UNQUOTE UAE BUDGET. FINAL DECISION WILL AWAIT OUTCOME INTERAGENCY DISCUSSIONS.

2. MINISTRY WILL EVENTUALLY PURCHASE SYSTEM AND WILL CERTAINLY ACCEPT FOR CONSIDERATION ANY PROPOSALS MADE NOW BY RF. HOWEVER, COMMUNICATION BY LETTER AND ABSENCE COMPANY REP WILL GIVE MFA IMPRESSION FIRM NOT SERIOUSLY INTERESTED IN SELLING. IF RF STILL INTERESTED (CONSIDERING SITUATION DESCRIBED PARA ONE ABOVE) SUGGEST ADVISING MFA OF INFORMATION PARA ONE REF A VIA TELEX (ATTN: MOHAMMAD ABDU'L-LATIF) AND SENDING QUALIFIED REP TO PRESENT COMPANY'S PROPOSAL IN PERSON.

3. COMMENT: AS WE (AND OTHER POSTS IN AREA) HAVE REPEATEDLY STATED, COMPANIES WITH SERIOUS DESIRE TO DO BUSINESS IN THIS PART OF WORLD MUST BE WILLING TO TAKE TROUBLE AND EXPENSE TO SEND QUALIFIED OFFICIAL TO PRESENT AND EXPLAIN THEIR OFFERS. OTHERWISE, MARKET LEFT TO AGGRESSIVE JAPANESE AND EUROPEAN COMPETITORS.

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 14 JAN 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
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**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Reference:** 75 ABU DHABI 1762, 75 STATE 5082  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** buchant0  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 07 APR 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <07 APR 2003 by McShalBA>; APPROVED <06 JAN 2004 by buchant0>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
05 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
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**Status:** NATIVE  
**Subject:** AUSTERITY DRIVE MAY DELAY PURCHASE UAE DIPLOMATIC TELECOMMUNICATIONS SYSTEM  
**TAGS:** BTIO, TC  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006